A F 437 439 457 *648 *175 Trade accounts were either settled on the spot or by keeping a record of receipts and disbursals which was settled at the end of the fishing season. The same source notes: "According to the amount of dried sea slugs, goods would be loaned to the Ezo in the summer and in the winter the accounts would be settled. Besides this system there was another called 'cash trade' in which goods were given to the Ezo in exchange for their products when they brought them." In later years this loan system seems to have been the most widespread. There is no doubt that this system provided many ways in which the merchants could deceive the illiterate Ezo. In *Igen Zokuwa* we find that, "among the goods given to the Ezo," during *Omusha*, "one barrel of sake was to be taken into account in the settlement." By this it seems that the already drunken Ezo were given additional sake at the trading party and that this quantity was added to the acounts. In *Ezo Miyage* it says,

A [431] [203] [206] There is an event called *Omusha* in Ezo. Each year between summer and autumn when the Matsumae officials went to their *Basho* they took with them, as presents, several dozen sacks (eight shō to a sack) of rice yeast, one or two bundles of tobacco and one barrel (containing four shō) of sake and gave these to the Ezo of a celebrated family. Among these presents the tobacco was actually a gift but it was customary to take some Ezo products in return for the other gifts. It is strange that they should ask for something in return for that given as a gift.

A F [661] In effect this was a loan-in-advance system and it gradually evolved into forcing the Ezo to work for trade goods. This cheating grew into plunder. In *Tsugaru Kibun* the trade situation is described as follows:

A F *648 [577] *175 437 439 After a deal had been made and the amount agreed upon, as to dried salmon, sea cucumber, and strings of shells from the Ezo and sake, tobacco, and needles from the merchants, a narrow board would be placed on a dangerous spot on the vessel and on this board the Ezo would lay out their goods for counting. The native, although he knows it is dangerous, is stupid enough to place his goods on this board. While he is laboriously counting someone would sneak up behind him and surprise him by grabbing his shoulders. The native would jump up with fright and turn red with anger at this joke but, when offered tobacco or sake, he would forget the whole matter and resume his counting. However, he would have forgotten his previous count and start anew from where he had left off, the result being that those goods left out of the count were free to the merchants.

A ● [802] A method of counting which lingered into recent times was used by the Ainu and was evidently practiced by them from early times. It consisted of adding "beginning" and "end" to every count of ten and, in effect taking twelve for ten. In *Tōyuki* we note: "The crews of vessels trading with the Ezo were mostly men of poor education and morals who took it for granted that all Ezo were ignorant and cheating and stealing were very common."

A F *648 *175 466 This situation did not change when the contractors started to use the Ezo as laborers which came after the stage of mutual trade. As the use of natives as

4: Landor T-5 (ca. 1890) 1893 AB6 Ainu AB6

extent, discuss and combine. The Ainu memory is a perfect blank in certain respects, as with arithmetic, science, mechanics, reading, writing, drawing, and delineating maps; while in other directions it seems to be fairly keen, as in hunting, fishing, tracking, and acquiring languages up to a certain point. This last faculty is noticeable in nearly all the lowest races, as the Australian aborigines, the Tasmanian natives (now extinct), the Tierra del Fuegians, &c. The Ainu ideas of time are vague, and if you add to that the extreme difficulty which they experience in counting even up to ten, and their inability to count beyond that number, it is easy to understand why we can never learn the exact age of Ainu individuals.

Like the monkeys, the Ainu cannot concentrate their attention, and they are easily wearied. Beads and shiny objects have a fascination for them; but other objects, even perfectly new to them, arouse but little curiosity, which soon passes, and they show no intelligence and less imagination as to the probable use of these strange objects. They show no inquisitiveness, and no wish to be taught the use of anything new and unfamiliar.

It will be remembered that at Yamakubiro, on the Tokachi River, beyond the natural astonishment caused by the first appearance of my ponies, the strange baggage, and myself, the Ainu did not pay much attention to this novel sight, and did not show any wish to have it explained, while more civilised people, like the Japanese, would not have been satisfied until I had shown and explained every article in my possession, and allowed each person to try its use, &c., after which they would talk for hours of what they had seen. The Ainu are not "built" so, and therefore they have never made any progress. In the more civilised parts of Yezo we have a proof of it. Their backwardness in acquiring the habits and customs of their conquerors the Japanese, arises from incapacity more than from conservatism. Yet for all that the Ainu are so incapable of improving themselves, they are very persevering in what they do attempt, as in their rough wooden carvings, the hollowing of their "dug-outs," the construction of their wooden tools and weapons, the weaving of their rough garments, and the ornamentation thereof; but in all these they